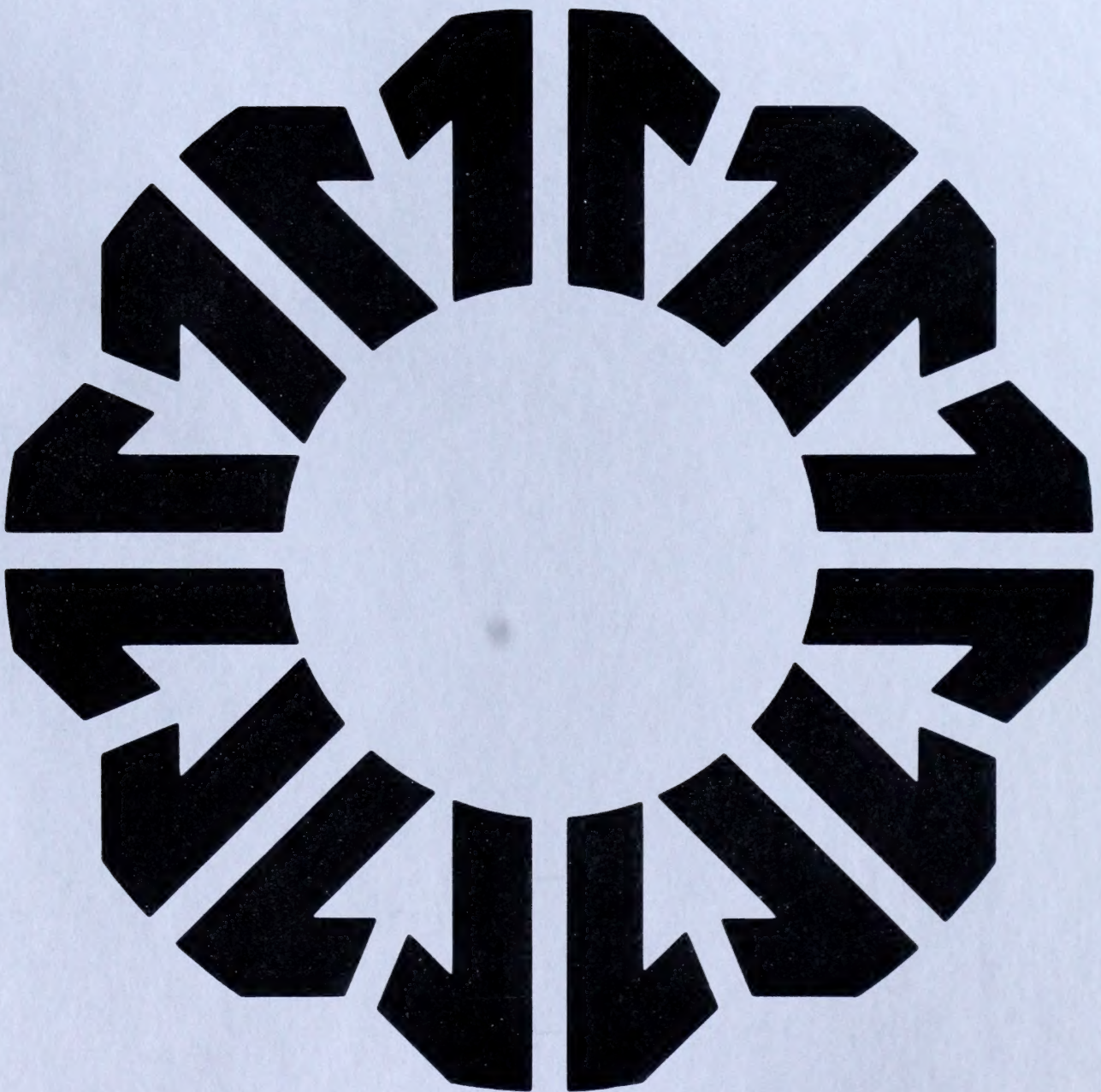


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1 (A/TAG)
**ALBERTA
OPPORTUNITY
COMPANY**

2
ANNUAL REPORT
For the year ended
March 31, 1984

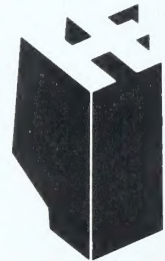


"There is hereby established a fund under the name of the Alberta Opportunity Fund, the total amount of which shall not exceed \$300,000,000, and which shall be held and administered by the Company with the object of promoting the development of resources and the general growth and diversification of the economy of Alberta."

The Alberta Opportunity Company reports to the Legislature through:

THE MINISTER FOR TOURISM & SMALL BUSINESS,

THE HON. J. ALLEN ADAIR



Heritage Fund

Alberta Heritage Savings Trust Fund

BOARD OF DIRECTORS

"The Board has direction and control over the conduct of the business and affairs of the Company" (Alberta Opportunity Fund Act).

| | |
|--------------------|--|
| Chairman: | ROBERT W. CHAPMAN, Edmonton |
| Managing Director: | ROY W. PARKER, Ponoka |
| | LAWRENCE H. BAISLEY, Medicine Hat |
| | RON H. BLAKE, Edmonton |
| | W. GORDON BUCHANAN, High Prairie |
| | JACK C. DONALD, Red Deer |
| | JAMES D. FLETCHER, C.A., Grande Prairie |
| | (MRS.) BERDIE H. FOWLER, Camrose |
| | CHARLES T. HECKBERT, Vermilion |
| | R. JAMES JENSEN, Edson |
| | NORM A. LAWRENCE, P.Eng., Edmonton |
| | W. PAUL LEFAIVRE, Edmonton |
| | D. EDWIN LEWIS, Q.C., Calgary |
| | LORNE C. ORDZE, Camrose, retired during 1983 |
| | ROBERT M. PARKYN, F.C.A., Lethbridge |
| | JAMES L. SMITH, Calgary |
| | GUY B. WILDERS, Ponoka, retired during 1983 |



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C2
JUN 18 1984

ALBERTA OPPORTUNITY COMPANY
MANAGING DIRECTOR'S REPORT

The year ended March 31, 1984, saw a continuation of the difficult economic times Alberta businesses have been encountering for the past three years. A.O.C.'s contact with the small business community indicates that the economic decline has largely been halted and that some sectors are showing signs of recovery. The major exception to the positive trend is the construction industry which continues to suffer from a massive over-building in the residential and commercial sectors in prior years.

A.O.C. processed 5 percent fewer loan applications in Fiscal 1984, still the second highest number of applications dealt with since its inception. This decline reflected a significant decrease in requests for refinancing of existing businesses which had reached a peak in the previous fiscal year due to high interest rates and declining sales volumes faced by many Alberta businesses.

A.O.C.'s outstanding loans and commitments remained virtually unchanged from the previous year. This unusual result of 1984 operations was due in large measure to unexpectedly large prepayments (\$10 million) of previously outstanding loans. These prepayments reflect the growing conservatism of many Alberta businessmen who are attempting to obtain a more balanced debt-to-equity position for their businesses and minimize the prospects of liquidity problems should interest rates rise again and the economy slacken.

During Fiscal 1984, A.O.C. funding was changed to provide it with an annual grant in support of small business. This grant is expected to allow A.O.C. to operate at or near breakeven in future years and is provided in lieu of an equity base.

The economic outlook for Fiscal 1984 can best be described as clouded with bright spots appearing to be in petroleum exploration, recently announced heavy oil and oil sands projects and the continuing economic strength of the U.S.A. Overhanging all of this are the difficult circumstances presently faced by the Alberta construction industry and the possibility of higher interest rates in Canada during the latter half of the year.

On balance, we expect a modest recovery for much of the economy due to leaner and more able management well able to take advantage of an increasing number of business opportunities in an economy and society having realistic expectations.

R. W. Parker

R. W. Parker
Managing Director



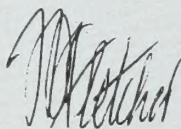
ALBERTA OPPORTUNITY COMPANY

BALANCE SHEET AS AT MARCH 31, 1984

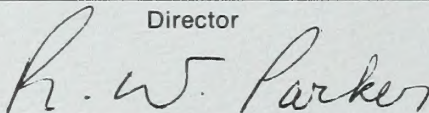
| ASSETS | 1984 | 1983 |
|--|-----------------------|-----------------------|
| Cash | \$ 25,157 | \$ 21,788 |
| Deposits in trust with the Province of Alberta, including accrued interest receivable | 5,970,730 | 3,217,052 |
| Inventory, at cost, subject to repurchase agreement | 89,711 | 607,260 |
| Accounts receivable | 66,908 | 38,331 |
| Deposits on property | 162,625 | — |
| Prepaid expenses | 15,661 | 14,514 |
| | <u>6,330,792</u> | <u>3,898,945</u> |
| Loans and accrued interest receivable | 169,411,479 | 167,962,828 |
| Less: Allowance for doubtful accounts (Notes 2 & 3) | 13,552,918 | 17,437,026 |
| | <u>155,858,561</u> | <u>150,525,802</u> |
| Office equipment and leasehold improvements (Notes 2 & 4) | 393,377 | 422,310 |
| Property held for sale, at the lower of cost or market | 2,665,534 | 1,730,866 |
| | <u>3,058,911</u> | <u>2,153,176</u> |
| Trust assets (Note 9) | 127,460 | 118,599 |
| | <u>\$ 165,375,724</u> | <u>\$ 156,696,522</u> |

The accompanying notes are part
of these financial statements.

Accepted on behalf of the Board:



Director



Director



ALBERTA OPPORTUNITY COMPANY

BALANCE SHEET AS AT MARCH 31, 1984

| LIABILITIES | 1984 | 1983 |
|--|-----------------------|-----------------------|
| Accounts payable | \$ 3,343,804 | \$ 2,993,727 |
| Advances from the Province of Alberta | 312,386 | 312,386 |
| Long term debt (Note 5) | 168,200,000 | 161,200,000 |
| Retained earnings (Deficit) (Note 8): | | |
| Balance, beginning of year | (7,928,190) | 480,510 |
| Grant from the Province of Alberta | 1,600,000 | — |
| Net income (loss) for year - Statement B | (279,736) | (8,408,700) |
| Balance, end of year | (6,607,926) | (7,928,190) |
| Trust liabilities (Note 9) | | |
| Due to the Province of Alberta | 127,460 | 118,599 |
| | <u>\$ 165,375,724</u> | <u>\$ 156,696,522</u> |

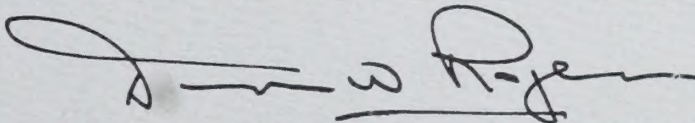
AUDITOR GENERAL'S REPORT

AUDITOR'S REPORT

To the Board of Directors of the
Alberta Opportunity Company

I have examined the balance sheet of the Alberta Opportunity Company as at March 31, 1984 and the statements of income and expenses and source and application of funds for the year then ended. My examination was made in accordance with generally accepted auditing standards, and accordingly included such tests and other procedures as I considered necessary in the circumstances.

In my opinion, these financial statements present fairly the financial position of the Company as at March 31, 1984 and the results of its operations and the source and application of its funds for the year then ended in accordance with generally accepted accounting principles applied on a basis consistent with that of the preceding year.



Edmonton, Alberta
May 9, 1984

C.A.
Auditor General



ALBERTA OPPORTUNITY COMPANY
STATEMENT OF INCOME AND EXPENSES
FOR THE YEAR ENDED MARCH 31, 1984

| | 1984 | 1983 |
|---|---------------------|-----------------------|
| Income: | | |
| Interest revenue | \$ 21,046,066 | \$ 18,157,823 |
| Guarantee fees | 28,252 | 13,382 |
| Grant from the Province of Alberta (Note 8) | 8,400,000 | 4,950,000 |
| | <u>29,474,318</u> | <u>23,121,205</u> |
| Expenses: | | |
| Interest expense (Note 2) | 19,472,923 | 16,901,799 |
| Staff - Schedule 1 | 3,926,234 | 3,419,707 |
| Other manpower - Schedule 2 | 645,773 | 617,359 |
| Communications - Schedule 3 | 465,362 | 374,990 |
| Other operating expenses - Schedule 4 | 824,342 | 672,329 |
| | <u>25,334,634</u> | <u>21,986,184</u> |
| Income before the undernoted: | 4,139,684 | 1,135,021 |
| Provision for doubtful accounts (Notes 2 & 3) | (4,367,247) | (8,931,407) |
| Loss on disposal of inventory held for sale | (576,958) | — |
| Income (loss) on property held for sale | 63,282 | (724,579) |
| Bad debt recoveries | 461,503 | 112,265 |
| Net income (loss) for year | <u>\$ (279,736)</u> | <u>\$ (8,408,700)</u> |

STATEMENT C

ALBERTA OPPORTUNITY COMPANY
STATEMENT OF SOURCE AND APPLICATION OF FUNDS
FOR THE YEAR ENDED MARCH 31, 1984

| | 1984 | 1983 |
|--|----------------------|----------------------|
| Source of Funds: | | |
| From operations: | | |
| Net income (loss) for year - Statement B | \$ (279,736) | \$ (8,408,700) |
| Add: Non cash transactions | | |
| Provision for doubtful accounts (Notes 2 & 3) | 4,367,247 | 8,931,407 |
| Loss (income) on property held for sale | (77,856) | 706,110 |
| Depreciation and amortization (Notes 2 & 4) | 132,344 | 31,997 |
| | <u>4,141,999</u> | <u>1,260,814</u> |
| Borrowers repayments | 19,448,671 | 13,339,090 |
| Grant from the Province of Alberta (Note 8) | 1,600,000 | — |
| From the Province of Alberta: (Note 5) | | |
| Issue of debentures | 42,000,000 | 58,000,000 |
| Less: Debenture repayments | 35,000,000 | 22,600,000 |
| | <u>7,000,000</u> | <u>35,400,000</u> |
| Total source of funds | <u>\$ 32,190,670</u> | <u>\$ 49,999,904</u> |
| Application of funds: | | |
| Loan funds disbursed during the year | \$ 29,558,155 | \$ 48,142,171 |
| Increase in other assets | 3,041,993 | 1,310,025 |
| Increase (decrease) in accrued interest receivable | (409,478) | 547,708 |
| Total application of funds | <u>\$ 32,190,670</u> | <u>\$ 49,999,904</u> |



ALBERTA OPPORTUNITY COMPANY
SCHEDULE OF EXPENSES
FOR THE YEAR ENDED MARCH 31, 1984

SCHEDULE 1

| | 1984 | 1983 |
|-----------------------------|---------------------|---------------------|
| Staff: | | |
| Salaries and wages | \$ 3,377,315 | \$ 3,011,570 |
| Pension plans | 232,819 | 212,746 |
| Unemployment insurance | 60,633 | 38,221 |
| Medical and group insurance | 88,065 | 65,806 |
| Workers' Compensation Board | 10,700 | 9,367 |
| Educational assistance | 2,543 | 1,030 |
| Recruitment | 3,602 | 1,863 |
| Relocation | 150,557 | 79,104 |
| | <u>\$ 3,926,234</u> | <u>\$ 3,419,707</u> |

SCHEDULE 2

| | | |
|---------------------------|-------------------|-------------------|
| Other Manpower: | | |
| Board of Directors fees | \$ 139,916 | \$ 117,265 |
| Legal | 451,817 | 420,429 |
| Consultants | 49,003 | 73,841 |
| Credit reporting agencies | 5,037 | 5,824 |
| | <u>\$ 645,773</u> | <u>\$ 617,359</u> |

SCHEDULE 3

| | | |
|-----------------|-------------------|-------------------|
| Communications: | | |
| Telephone | \$ 52,856 | \$ 53,464 |
| Mail | 19,147 | 16,819 |
| Travel | 202,378 | 169,633 |
| Advertising | 190,981 | 135,074 |
| | <u>\$ 465,362</u> | <u>\$ 374,990</u> |

SCHEDULE 4

| | | |
|---|-------------------|-------------------|
| Other Operating Expenses: | | |
| Occupancy | \$ 427,495 | \$ 439,730 |
| Data processing | 9,164 | 8,968 |
| Office supplies and services | 71,371 | 59,236 |
| Vehicle and equipment | 108,309 | 97,859 |
| Fees and subscriptions | 19,789 | 25,202 |
| Depreciation and amortization (Notes 2 & 4) | 132,344 | 31,997 |
| Insurance | 17,374 | 5,856 |
| Audit | — | 3,400 |
| Legal settlements | 36,670 | — |
| Miscellaneous | 1,826 | 81 |
| | <u>\$ 824,342</u> | <u>\$ 672,329</u> |



ALBERTA OPPORTUNITY COMPANY

NOTES TO THE FINANCIAL STATEMENTS MARCH 31, 1984

Note 1 Authority

The Alberta Opportunity Company operates under the authority of the Alberta Opportunity Fund Act, Chapter A-34, Revised Statutes of Alberta 1980, as amended.

Note 2 Significant Accounting Policies

Allowance for doubtful accounts:

The provision for doubtful accounts is determined following a detailed review of the accounts and is based on the Company's historical experience.

Depreciation and amortization:

Office equipment owned by the Company is depreciated on a diminishing balance basis at rates of 20% and 35% per annum. Leasehold improvements are amortized over the remaining term of each lease.

Interest expense:

Interest expense reflects cost of borrowing on long term debt less interest revenue received on the deposits in trust with the Province of Alberta.

Note 3 Allowance for Doubtful Accounts

| | 1984 | 1983 |
|----------------------------|----------------------|----------------------|
| Balance, beginning of year | \$ 17,437,026 | \$ 10,805,939 |
| Accounts written off | (8,251,355) | (2,300,320) |
| Provision | 4,367,247 | 8,931,407 |
| Balance, end of year | <u>\$ 13,552,918</u> | <u>\$ 17,437,026</u> |

Note 4 Office Equipment and Leasehold Improvements

These assets are held at cost less accumulated depreciation and amortization of \$235,626 (\$104,326 - 1983).

Note 5 Long Term Debt

The following debenture debt series comprise debentures issued in varying amounts, rates of interest and maturity dates to the Province of Alberta and held by the Alberta Heritage Savings Trust Fund:

| | <u>Issued</u> | <u>Interest Rates</u> | <u>Maturity Dates</u> | <u>Balance Outstanding</u> |
|----------|----------------------|-----------------------|---------------------------------|----------------------------|
| Series A | \$ 50,000,000 | 9.90% | March 31, 1989 | \$ 50,000,000 |
| Series B | 97,000,000 | 10.00 to 18.40% | June 15, 1984 to June 15, 1987 | 45,800,000 |
| Series C | 83,000,000 | 10.84 to 13.42% | Sept. 30, 1987 to Mar. 31, 1989 | 72,400,000 |
| | <u>\$230,000,000</u> | | | <u>\$ 168,200,000</u> |

Principal repayments by fiscal year

| | |
|-----------|---------------|
| 1984 - 85 | \$ 36,000,000 |
| 1985 - 86 | \$ 31,800,000 |
| 1986 - 87 | \$ 26,000,000 |
| 1987 - 88 | \$ 18,400,000 |
| 1988 - 89 | \$ 56,000,000 |

The Company has been informed by the Province that the holder of the Series B debentures will not accept early redemption of the debentures although this is allowed for under the terms of the debentures. The Company will then maintain the debentures until their maturity at the repayment terms in effect at issue dates and forgo any interest rate reductions which may be available through early redemption and concurrent refinancing of the debt.



Note 6 **Contingent Liabilities**

Guarantees of bank loans:

The Company is contingently liable as a guarantor of bank loans aggregating \$2,652,500 (\$1,040,000 - 1983).

Legal actions:

There are 20 claims totalling approximately \$5,500,000 (26 claims totalling approximately \$7,636,000 - 1983) against the Company and/or its various agents. The Company considers that a valid defense exists in each instance and no material loss is anticipated.

Note 7 **Commitments**

Authorizations undisbursed:

| | <u>1984</u> | <u>1983</u> |
|------------|----------------------|----------------------|
| Loans | \$ 10,485,371 | \$ 13,482,979 |
| Guarantees | 265,000 | 2,187,500 |
| Inventory | 1,029,682 | 1,862,330 |
| | <u>\$ 11,780,053</u> | <u>\$ 17,532,809</u> |

Note 8 **Retained Earnings (Deficit)**

The Company's accumulated deficit to March 31, 1983 was approximately \$8,000,000. An agreement has been reached whereby the Province of Alberta will:

- a) provide financing designed to eliminate the deficit by way of an annual grant of \$1,600,000 in each of the five years ending March 31, 1988,
- b) provide additional funds by way of an annual grant to the Company for the assistance of small business. During the year \$8,400,000 was provided by way of grant for this purpose.

Note 9 **Trust Assets and Liabilities**

Under the authority of Order in Council 989/71 the Alberta Commercial Corporation, a predecessor organization, administered funds deposited with the Company by the Human Resources Development Authority for the creation of employment opportunities for local people including those of native origin.

Trust funds under administration:

| | <u>1984</u> | <u>1983</u> |
|--|-------------------|-------------------|
| Cash and short term deposit | \$ 127,460 | \$ 118,599 |
| Loan receivable less allowance for doubtful accounts of \$45,267 (\$42,572 - 1983) | — | — |
| | <u>\$ 127,460</u> | <u>\$ 118,599</u> |

Note 10 **Comparative Figures**

The 1983 figures have been restated where necessary to conform to 1984 presentation.

Note 11 **Financial Statement Review**

These financial statements, which have been prepared by the Company, have been reviewed by both the Management of the Company and the Audit and Budget Committee of the Board on May 8, 1984 and their acceptance by the Board of Directors was recommended. The Board of Directors accepted these financial statements on May 9, 1984.





ALBERTA OPPORTUNITY COMPANY
FIVE-YEAR STATISTICS SUMMARY
FOR YEARS ENDED MARCH 31st

| HIGHLIGHTS | | 1980 | 1981 | 1982 | 1983 | 1984 |
|------------------------------------|----------|---------------|-----------------|---------------|---------------|---------------|
| New Loan & Guarantee | Number | 370 | 304 | 311 | 280 | 254 |
| Authorizations | \$ Value | \$38,442,000 | \$31,864,596 | \$41,722,683 | \$47,199,134 | \$28,744,890 |
| Year to Year % Increase (decrease) | | #5% \$ 42% | #(18%) \$ (17%) | #2% \$ 31% | #(10%) \$ 13% | #(9%) \$(39%) |
| Total Outstanding and | Number | 1,412 | 1,502 | 1,653 | 1,736 | 1,721 |
| Commitments | \$ Value | \$121,105,082 | \$132,539,797 | \$156,314,031 | \$187,215,880 | \$183,979,512 |
| Year to Year % Increase (decrease) | | #32% \$ 19% | #6% \$ 9% | #10% \$ 18% | #5% \$ 20% | #(1%) \$(2%) |

| | 1980 | 1981 | 1982 | 1983 | 1984 |
|--|-------------|--------------|--------------|--------------|--------------|
| TOTAL REVENUE | \$8,553,416 | \$11,113,807 | \$13,771,253 | \$18,171,205 | \$21,074,318 |
| Year-to-Year % Increase | 19% | 30% | 24% | 32% | 16% |
| EXPENSE: % to Revenue | | | | | |
| Staff Salaries and Expense | \$1,979,770 | \$2,260,122 | \$2,855,672 | \$3,419,707 | \$3,926,234 |
| | 23% | 20% | 21% | 19% | 19% |
| Other Operating Expense | 1,115,265 | 1,310,026 | 1,379,375 | 1,664,678 | 1,935,477 |
| | 13% | 12% | 10% | 9% | 9% |
| Interest Expense | 7,885,622 | 10,175,701 | 12,688,739 | 16,901,799 | 19,472,923 |
| | 92% | 92% | 92% | 93% | 92% |
| Provision for Loan Losses | 2,524,389 | 4,744,662 | 3,174,981 | 8,931,407 | 4,367,247 |
| | 30% | 43% | 23% | 49% | 21% |
| Miscellaneous Expense (Income) | (528,401) | (61,222) | (392,635) | 612,314 | 52,173 |
| | (6%) | (1%) | (3%) | 3% | 0% |
| TOTAL EXPENSE | 12,976,645 | 18,429,289 | 19,706,132 | 31,529,905 | 29,754,054 |
| | 152% | 166% | 143% | 173% | 141% |
| NET INCOME (LOSS) On Operations | (4,423,229) | (7,315,482) | (5,934,879) | (13,358,700) | (8,679,736) |
| | (52%) | (66%) | (43%) | (73%) | (41%) |
| Grant from Province of Alberta | | | | | |
| Assistance to small business | 4,950,000 | 4,950,000 | 4,950,000 | 4,950,000 | 8,400,000 |
| | 58% | 45% | 36% | 27% | 40% |
| NET INCOME (LOSS) | 526,771 | (2,365,482) | (984,879) | (8,408,700) | (279,736) |
| | 6% | (21%) | (7%) | (46%) | (1%) |
| YEAR-END BALANCES | | | | | |
| Loans & Interest Receivable | 102,396,856 | 117,219,916 | 135,074,233 | 167,962,828 | 169,411,479 |
| Undisbursed loan commitments | 17,378,376 | 13,883,895 | 20,438,263 | 17,532,809 | 11,780,053 |
| Advances From Province of Alberta | 91,612,386 | 107,412,386 | 126,112,386 | 161,512,386 | 168,512,386 |
| Retained Earnings (deficit) | 3,830,871 | 1,465,389 | 480,510 | (7,928,190) | * |
| | | | | | (6,607,926) |
| Allowance for Doubtful Accounts | 8,191,749 | 9,377,593 | 10,805,939 | 17,437,026 | 13,552,918 |

PERSONNEL

| | | | | | |
|----------------------------|----|----|------|----|------|
| Ponoka & Head Office Staff | 45 | 50 | 53.5 | 57 | 57.5 |
| Branch Staff | 31 | 31 | 42 | 46 | 42.5 |

* Includes \$1,600,000 of grant from the Province of Alberta to assist in the reduction of the deficit making a total of \$10,000,000 received by way of grants during 1984.





ALBERTA OPPORTUNITY COMPANY

APPLICATIONS AND AUTHORIZATIONS

| | 1980 | | | 1981 | | | 1982 | | | 1983 | | | 1984 | | |
|----------------------------------|------|-------------|--|------|-------------|--|------|-------------|--|------|-------------|--|------|-------------|--|
| | # | \$ | | # | \$ | | # | \$ | | # | \$ | | # | \$ | |
| TOTAL APPLICATIONS | 947 | 118,825,579 | | 923 | 140,712,259 | | 965 | 196,675,956 | | 1167 | 237,681,998 | | 1095 | 211,790,915 | |
| Average Amount | | 125,476 | | | 152,451 | | | 203,809 | | | 203,669 | | | 193,416 | |
| APPLICATIONS AUTHORIZED | 444 | 44,841,400 | | 353 | 36,531,378 | | 354 | 46,040,483 | | 345 | 53,537,184 | | 308 | 37,613,927 | |
| % to Total Applications | 47% | 38% | | 38% | 26% | | 37% | 23% | | 30% | 22% | | 28% | 18% | |
| APPLICATIONS DECLINED | 375 | 53,426,229 | | 415 | 73,090,284 | | 456 | 103,322,474 | | 634 | 144,793,806 | | 631 | 146,531,973 | |
| % to Total Applications | 40% | 45% | | 45% | 52% | | 47% | 53% | | 54% | 61% | | 58% | 69% | |
| APPLICATIONS WITHDRAWN | 128 | 20,557,950 | | 155 | 31,090,597 | | 155 | 47,312,999 | | 188 | 39,351,008 | | 156 | 27,645,015 | |
| % to Total Applications | 13% | 17% | | 17% | 22% | | 16% | 24% | | 16% | 17% | | 14% | 13% | |
| NOT ACCEPTED AFTER AUTHORIZATION | 74 | 6,399,400 | | 49 | 4,666,782 | | 43 | 4,317,800 | | 65 | 6,338,050 | | 54 | 8,869,037 | |
| % to Applications Authorized | 17% | 14% | | 14% | 13% | | 12% | 9% | | 19% | 12% | | 18% | 24% | |
| NET NEW AUTHORIZATIONS | 370 | 38,442,000 | | 304 | 31,864,596 | | 311 | 41,722,683 | | 280 | 47,199,134 | | 254 | 28,744,890 | |
| Average Amount | | 103,897 | | | 104,818 | | | 134,157 | | | 168,568 | | | 113,169 | |
| Median Amount | | 56,842 | | | 59,412 | | | 72,750 | | | 54,286 | | | 55,652 | |
| PURPOSE OF AUTHORIZATIONS (\$) | | | | | | | | | | | | | | | |
| To Establish a New Business | 29% | 11,096,139 | | 27% | 8,619,833 | | 38% | 15,846,075 | | 12% | 5,645,150 | | 10% | 2,765,800 | |
| To Expand an Existing Business | 60% | 23,156,515 | | 60% | 19,145,592 | | 44% | 18,302,140 | | 74% | 34,974,650 | | 64% | 18,332,390 | |
| To Purchase an Existing Business | 11% | 4,189,346 | | 13% | 4,099,171 | | 18% | 7,574,468 | | 14% | 6,579,334 | | 26% | 7,646,700 | |

ALBERTA OPPORTUNITY COMPANY

REGIONAL DISTRIBUTION OF AUTHORIZATIONS

| | | 1980 | | 1981 | | 1982 | | 1983 | | 1984 | |
|---------------------------|--|------|------------|------|------------|------|------------|------|------------|------|------------|
| | | # | \$ | # | \$ | # | \$ | # | \$ | # | \$ |
| Northern Alberta | | 132 | 12,092,664 | 101 | 12,894,781 | 77 | 10,689,842 | 59 | 9,270,200 | 63 | 6,935,390 |
| % to Total | | 36% | 32% | 33% | 40% | 25% | 26% | 21% | 20% | 25% | 24% |
| Central Alberta | | 96 | 10,315,550 | 62 | 5,293,784 | 85 | 14,241,425 | 65 | 19,094,900 | 63 | 5,236,000 |
| % to Total | | 26% | 27% | 21% | 17% | 27% | 34% | 23% | 40% | 25% | 18% |
| Southern Alberta | | 92 | 11,649,574 | 86 | 9,182,595 | 106 | 12,572,190 | 94 | 8,296,350 | 77 | 9,209,200 |
| % to Total | | 25% | 30% | 28% | 29% | 34% | 30% | 34% | 18% | 30% | 32% |
| Sub-Total Non-Metro Areas | | 320 | 34,057,788 | 249 | 27,371,160 | 268 | 37,503,457 | 218 | 36,661,450 | 203 | 21,380,590 |
| % to Total | | 87% | 89% | 82% | 86% | 86% | 90% | 78% | 78% | 80% | 74% |
| Edmonton | | 24 | 2,291,452 | 20 | 2,200,615 | 17 | 2,033,426 | 26 | 4,172,684 | 14 | 2,095,800 |
| % of Total | | 6% | 6% | 7% | 7% | 6% | 5% | 9% | 9% | 6% | 7% |
| Calgary | | 26 | 2,092,760 | 35 | 2,292,821 | 26 | 2,185,800 | 36 | 6,365,000 | 37 | 5,268,500 |
| % to Total | | 7% | 5% | 11% | 7% | 8% | 5% | 13% | 13% | 14% | 19% |

CUMULATIVE TO MARCH 31, 1984
(Including all prior years' authorizations by Alberta Opportunity Company and its predecessor Alberta Commercial Corporation)

| | | Northern Alberta | | Edmonton | | Central Alberta | | Calgary | | Southern Alberta | |
|------------|-------------|------------------|------------|----------|------------|-----------------|------------|---------|------------|------------------|------------|
| # | \$ | # | \$ | # | \$ | # | \$ | # | \$ | # | \$ |
| 3234 | 354,784,955 | 884 | 98,206,981 | 334 | 33,837,153 | 795 | 91,695,722 | 394 | 42,307,489 | 827 | 88,737,610 |
| % to Total | | 27% | 28% | 10% | 9% | 25% | 26% | 12% | 12% | 26% | 25% |





ALBERTA OPPORTUNITY COMPANY

DISTRIBUTION OF AUTHORIZATIONS BY SIZE

| | 1980 | 1981 | 1982 | 1983 | 1984 |
|------------------------|------|------|------|------|------|
| \$0 to \$50,000 | 43% | 45% | 39% | 47% | 45% |
| \$50,001 to \$100,000 | 25% | 23% | 28% | 25% | 25% |
| \$100,001 to \$200,000 | 20% | 20% | 17% | 14% | 17% |
| \$200,001 to \$500,000 | 10% | 10% | 13% | 10% | 9% |
| Over \$500,000 | 2% | 2% | 3% | 4% | 4% |

FINANCING BY PROJECT AND SOURCE

| | 1980 | | 1981 | | 1982 | | 1983 | | 1984 | |
|------------------------|------|------------|------|------------|------|------------|------|------------|------|------------|
| Project | % | \$ | % | \$ | % | \$ | % | \$ | % | \$ |
| Land | 11 | 5,715,637 | 14 | 6,166,022 | 14 | 8,501,237 | 5 | 4,908,080 | 10 | 4,073,892 |
| Buildings | 38 | 19,632,767 | 38 | 16,761,797 | 46 | 27,392,196 | 10 | 9,539,477 | 25 | 10,190,727 |
| Machinery and Vehicles | 25 | 13,337,094 | 22 | 9,682,394 | 18 | 10,733,944 | 20 | 18,357,660 | 20 | 8,196,338 |
| Working Capital | 20 | 10,284,136 | 21 | 8,906,666 | 12 | 7,184,283 | 44 | 41,081,235 | 22 | 8,616,665 |
| Miscellaneous | 6 | 2,967,720 | 5 | 2,266,454 | 10 | 5,802,129 | 21 | 19,863,962 | 23 | 9,161,907 |
| TOTAL | 100 | 51,937,354 | 100 | 43,783,333 | 100 | 59,613,789 | 100 | 93,750,414 | 100 | 40,239,529 |
| Financing | | | | | | | | | | |
| A.O.C. — Loan | 72 | 37,512,000 | 71 | 30,982,596 | 69 | 41,437,683 | 47 | 44,151,634 | 70 | 27,999,890 |
| A.O.C. — Guarantee | 2 | 930,000 | 2 | 882,000 | 1 | 285,000 | 3 | 3,047,500 | 2 | 745,000 |
| New Equity Investment | 15 | 8,018,589 | 17 | 7,292,893 | 20 | 11,620,259 | 20 | 18,213,944 | 14 | 5,747,695 |
| Other Lenders | 5 | 2,628,472 | 6 | 2,713,110 | 5 | 3,216,946 | 28 | 26,577,265 | 9 | 3,598,934 |
| Miscellaneous | 6 | 2,848,293 | 4 | 1,912,734 | 5 | 3,053,901 | 2 | 1,760,071 | 5 | 2,148,010 |
| TOTAL | 100 | 51,937,354 | 100 | 43,783,333 | 100 | 59,613,789 | 100 | 93,750,414 | 100 | 40,239,529 |

ALBERTA OPPORTUNITY COMPANY

AUTHORIZATIONS BY
INDUSTRY SECTOR

| | 1980 | | 1981 | | 1982 | | 1983 | | 1984 | |
|-----------------------------------|------|------------|------|------------|------|------------|------|------------|------|------------|
| | % | \$ | % | \$ | % | \$ | % | \$ | % | \$ |
| Manufacturing | | | | | | | | | | |
| Food & Beverage | 2 | 685,500 | 3 | 976,700 | 2 | 840,800 | 3 | 1,641,650 | 1 | 171,000 |
| Agricultural Products & Machinery | 2 | 592,534 | 2 | 672,000 | — | — | 6 | 2,600,000 | — | — |
| Furniture & Wood Products | 4 | 1,362,500 | 4 | 1,109,521 | 2 | 846,000 | 3 | 1,512,000 | 1 | 403,500 |
| Metal Fabrication & Machinery | 11 | 4,439,250 | 10 | 3,118,300 | 5 | 2,128,550 | 26 | 12,264,750 | 8 | 2,264,000 |
| Structure & Vehicle Manufacture | 4 | 1,553,500 | 1 | 444,000 | 1 | 320,000 | 1 | 249,000 | 1 | 293,000 |
| Textiles & Clothing | — | 174,500 | 4 | 1,400,000 | | 162,000 | 4 | 1,855,000 | 0 | 100,000 |
| Petrochemical & Plastic Products | — | 115,000 | — | 30,000 | — | — | 2 | 1,003,134 | 1 | 200,000 |
| Other Manufactured Products | 3 | 1,124,550 | 4 | 1,243,000 | 7 | 2,806,650 | 3 | 1,646,000 | 4 | 1,134,500 |
| TOTAL MANUFACTURING | 26 | 10,047,334 | 28 | 8,993,521 | 17 | 7,104,000 | 48 | 22,771,534 | 16 | 4,566,000 |
| Service | | | | | | | | | | |
| Tourist & Entertainment | 6 | 2,435,900 | 17 | 5,511,906 | 31 | 12,783,226 | 12 | 5,749,400 | 24 | 6,948,135 |
| Construction | 4 | 1,337,400 | 2 | 740,560 | 3 | 1,205,900 | 3 | 1,545,500 | 5 | 1,379,755 |
| Transportation | — | 103,150 | — | — | 1 | 486,000 | 8 | 3,550,000 | 1 | 280,000 |
| Business Services | 20 | 7,862,401 | 12 | 3,920,200 | 19 | 7,771,818 | 8 | 3,687,400 | 19 | 5,360,500 |
| Personal Services | 20 | 7,561,490 | 22 | 6,813,754 | 14 | 5,959,601 | 13 | 6,025,700 | 21 | 6,032,300 |
| Other Services | 24 | 9,094,325 | 19 | 5,884,655 | 15 | 6,412,138 | 8 | 3,869,600 | 14 | 4,178,200 |
| TOTAL SERVICE | 74 | 28,394,666 | 72 | 22,871,075 | 83 | 34,618,683 | 52 | 24,427,600 | 84 | 24,178,890 |
| TOTAL AUTHORIZATIONS | 100 | 38,442,000 | 100 | 31,864,596 | 100 | 41,722,683 | 100 | 47,199,134 | 100 | 28,744,890 |



HEAD OFFICE

PONOKA
5110 - 49 Avenue, P.O. Box 1860, T0C 2H0
Telephone (403) 783-4481

Managing Director: Roy Parker
Deputy Managing Director - Loans: Jim Anderson
Deputy Managing Director - Administration: Brian Parsk, C.A.
Deputy Managing Director - Support Services: Don Trenerry
Credit Superintendents: Art Hahn, John Kennedy, Amir Datoo
Comptroller: Jim Gill

BRANCHES

EDMONTON
19th Floor, Capitol Square
10065 Jasper Ave., T5J 3B1
Telephone (403) 427-2140
Manager: Hugh Boyd

GRANDE PRAIRIE
10135 - 101 Ave., T8V 2L8
Telephone (403) 538-5220
Manager: Ron Fredrickson

PEACE RIVER
2nd Floor, Heart Business Centre
10011 - 102 Ave., T0H 2X0
Telephone: (403) 624-6387
Manager: Doug Niemetz

ST. PAUL
4th Floor, Provincial Building
P.O. Box 1990, T0A 3A0
Telephone (403) 645-6356
Manager: Doug Gillies

EDSON
107A - 50 St.
P.O. Box 2940, T0E 0P0
Telephone (403) 723-6260
Manager: Bob Harris

RED DEER
#504, Parkland Square Building
4901 - 48 St., T4N 6M4
Telephone (403) 340-5551
Manager: Art Foulston

VERMILION
#16, 5125 - 50 Ave., T0B 4M0
Telephone (403) 853-2911
Manager: Garry Noe

CALGARY
Ste. 110 - 10333 South Port Road, T2W 3X6
Telephone (403) 297-6437
Manager: Bill Conroy

LETHBRIDGE
#201, 714 - 5 Ave. South, T1J 0V1
Telephone (403) 329-5474
Manager: Wayne Blair

MEDICINE HAT
Ste. 202, Royal Bank Building
578 - 3rd St. S.E., T1A 0H3
Telephone (403) 529-3594
Manager: Gordon Taylor

BROOKS
Box 307
408 - 1 St. West
Brooks School District Office, T0J 0J0
Telephone (403) 362-3500
Manager: Wayne Eisbrenner